

Ken: Hi, Miss Vendor, Ken Robinson from XYZ Real Estate.

Have you got a moment to speak?

Vendor : ***Yes, Ken. How can I help?***

Excellent, I won't take long.

I was wondering if I could ask you for a favour.

I have just been reviewing the success you have had selling your home.

And I think the way we worked together is a good example of how to sell a home.

I would love to share your success with other people thinking of selling.

Because its gives them an idea of what is possible.

Would you do me a favour by giving me a testimonial?

Vendor : ***Yes, I would be delighted. Give me a couple of days and I will send you something.***

Ken: Thanks - that would be excellent. I would really appreciate it, however - to save you time, I have been reflecting over your success and I have put a few words together.

Do you mind if I share with you my thoughts?

Vendor : ***Yes, please go ahead.***

Ken: Now forgive me Jean if I have exaggerated at any point. As you know, time can play tricks on the old memory.

From memory ... when we first started working together, and correct if I am wrong, I got the impression you "Thought I was too expensive"

Now that you have sold your house for an extra \$10,000 more than you were expecting, how do you feel about my fees now?

(Your vendor will now share their thoughts over the phone – copy these down word for word as they will go in the testimonial as a quote)

Than you need to share with your vendor your version of what happened next and as you share each positive point, ask them for their thoughts.

Once they have finished making their final comments. Thank them for their time and ask them if they would be okay with you putting these thoughts down on paper for them to sign off on.

Remember, every positive quote is a gold nugget when it comes to convincing future vendors to sign with you.

Written by Ken Robinson PropertyNews.info ©2021